



PATRICK SFEIR

STATEMENT

My hotel & restaurant management and accounting education, contributed a lot in building my management career in the hospitality industry, in which I reached my current position as General Manager.

My contribution in setting up and opening several successful hotels and restaurants in Lebanon, GCC and MENA make me confident of my skills in hospitality management, especially in the food and beverage field.

For the last twenty five years of my career, I gained experience from setting up, developing and operating entities with international standards, which I consider an asset to my professional experience.

I am currently seeking a new senior challenging assignment within an International or regional Chain where I can utilize my skills and contribute in further success.

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Date of Birth : March 10, 1972

Nationality : Lebanese

Marital Status: Married + 1 Child

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FOLLOW ME:

Linked Inn .com:

Patrick Sfeir

Skype:

PatrickSfeir

Facebook:

Patrick Sfeir

SKILLS:

Cost Optimization,
Team Leader, Trainer
Business Plan
Operations
Concept making
R&D
Menu management
Food Manufacturing
Expansion plan & Dev.
Computer knowledge,
(Microsoft products)

LANGUAGE:

English
Frensh
Arabic
Italian (basic)

TRAINING:



- PMS, Training; F&B Cost control and Rooms Division
- Sales training at the American life Insurance Company
- Micros, Fidelio, Training; point of sale, cost control
- Boecker, Food Safety & Basic Food Hygiene Training
- Johnnie Walker Mentor Program, nominated a connoisseur of J.W. Black L
- Franchise Training with LFA & FFA
- Management Training, Riviera Hotel, 5 Stars, Beirut.
- Management Training, Sheraton Damascus
- Management Training, Intercontinental Jeddah

PROFESSIONAL EXPERIENCE:

General Manager **"Hoteliere Faqra sal" L'Auberge de FaQra,**
2020 Managing 45 rooms hotel, 3 restaurants, Catering,
Swimming pools & Tennis Court for Top VIP clients

Directeur Clientele **"Le Bristol Hotel Beirut"** managing F&B, Catering
(F&B) 2019 & Banquets.

Business Consultant **"Zaanouni & Co"** Tunis, Business plan and market
(F&B) 2018 Scouting for new F&B Company launching.

"Art Café" Qatar, Business and Upgrading Plan

"Pastalitta" & "Wok to Walk" KSA Business plan
operation audit report & development agreement.

"Amaleen" Restaurants 800 seats;
Lebanese "With a twist", Café restaurant & Catering
General manager Consultant. 07-2017

Achievement:

Hiring all head of departments & Training
Establishing & Implementing SOP's
Menu Planning & Management, Soft & Grand Opening

General Manager **YABANI** Japanese fine dining chain. (6 branches)
(Gcc & Lebanon) & **Shawarmanji** QSR (25 branches)
03- 2010/ 07-2018

Achievement:

Manuals, Menu R&D, Creativity & Innovation
Established head office and recruit HOD's
Concept co founder for Shawarmanji
Cost optimization, drop food cost 5% for shawarmanji,
9% for Yabani.
Operating cost decrease by 12% by closing CK and
outsourcing production.
Meet projected sales targets
Expansion plan execution, 6 outlets for YABANI and
25 outlets for Shawarmanji. Beirut, Dubai, Qatar, KSA,
Kuwait.

Build an International Supply Chain platform, in Beirut, Dubai, KSA, Spain, Turkey & Greece.
Support all new Franchisees Launching.

D.O.O
F&B Director
03- 2003 / 2010

Century Park Hotel (Safyr)
Lord of The Wings (Casual Dining Chain)
(Beirut, Kuwait, Egypt, KSA, USA, Australia, Ghana...)
Food & Events (Catering)

Achievement:

Increase Hotel & Catering F&B Sales
Train all F&B head of departments
Upgrade the Banquet & Outside Catering Service.
Opening of "Dilshad Palace Hotel" 5 stars Kurdistan
Opening "El Pacha Hotel" luxury collection, Syria.
Opening Lord of the Wings, operations & expansion.
"Shawerly", KSA, concept making.
"Lyr" Lebanese restaurant, Milano Italy.
"Teayana" chain of restaurants KSA, concept making

ACADEMIC EXPERIENCE:

1995- 2005

Same time of my job I use to teach the following courses in the below institutes.

F&B Management
Lodging
Purchasing
Cost Control

"Pigier" Esitel
"CIT" Dora
"Al Kafaat" ain saade institute" Beirut

Earlier Work Experience:

Task Force Leader **Lebanese Ministry of Culture**
Member of the organizing committee in charge of accommodation, catering and menu planning for the Arab Summit held in Beirut (2003)

F&B Director Ast. **Grand Hills Hotel & SPA (Luxury Collection)**
Opening 16 international Outlets;

F&B Manager **Choice Hotels International, Beirut**
Managing 4 outlets including ball room.

F&B Manager **"Le Notre" Paris; Group Accord.**
Responsible for 3 shops & Fine Dining Caterings.

F&B Manager **Rimal 5 Stars Resort**
Responsible for 6 outlets:
Banquet Hall 550 seats, Chinese Restaurant,
Pool deck restaurant (welcoming 12000 pax weekly),
Pool deck Banquet, Bar, Pastry shop & supermarket.

TRAINER :

Train mid level
"Leadership & Superv."
"Time Management"
"Communication"
"Train The Trainer"

Outlets Manager **Regency Palace Hotel (Five Stars)**
Responsible for Banquet up to 3000 pax, Pool Deck Restaurant & Room Service.



EDUCATION.

Bachelor of Arts “American Hotel& Motel Association”

AHMA “Hotel & Restaurant Management Institute”

Beirut, Lebanon



Accounting degree at U.S.E.K. University Lebanon.



Baccalaureate (Equivalent to an O level)

at St. Joseph School Antoura Lebanon.

INTERESTS

Music, Hunting, Basket Ball, Cooking, Teaching, Traveling & Reading.

REFERENCES:

Available upon request.

